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Sent: Wednesday, October 26, 2005 9:08 AM
To: ATR-Real Estate Workshop
Cc: FTCDOJworkshop@realtors.org
Subject: Competition

To Whom it May Concern,

The MLS is a cooperative, broker-to-broker offer of cooperation and compensation that help both brokers and customers buy and sell homes. It is not a public utility, nor should it be.

The beauty of the MLS is that it allows real estate brokerages of every size to compete on a level playing field. It gives all of us access to an inventory of property listings that we are able to show and sell to our clients.

The MLS doesn't discriminate. All MLS members are treated equally, regardless of their size or their business model, and yet the rights of property owners and their listing brokers are respected. The rules of the MLS achieve a delicate balance between respecting the rights of listing brokers so they will continue to be willing to contribute their inventory of listings and permitting cooperating brokers the ability to show those listings and be assured of receiving compensation if they bring about a successful sale.

Our MLS allows us to be competitive. There are 15,000 agents that belong to my mls, NVAR. We are competitive. We all have access to the MLS. I don't understand how or why you would think we aren't competitive. There are 15,000 of us competing for listings. This past spring there could be 20 of us within a 24 hour period competing to ratifiy a contract on a listing that we showed through our multiple listing. That is the epitomy of competition.

I urge you to rethink your thoughts and definition of competion.

Kathy Lake

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